

## Message Text

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70

ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/CAGNE/CLOUSTAUNAU

APPROVED BY EB/OCA/CM/LKLIEFORTH

COM/BIC/CAGNE/PBHALE

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R 270200Z JAN 76

FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT

UNCLAS STATE 019715

E.O. 11652: N/A

TAGS: BEXP, KU

SUBJECT: MAJOR PROJECTS/TRADE OPPORTUNITIES: LANGUAGE  
LABORATORIES

1. ANTHONY LONGO, NATIONAL SALES MANAGER, GEL SYSTEMS INC.,  
1085 COMMONWEALTH AVENUE, BOSTON, MASSACHUSETTS 02215, HAS  
WRITTEN CAGNE REQUESTING FOLLOW UP ON TENDER OFFERINGS  
SUBMITTED TO GOK FOR LANGUAGE LABORATORIES. TENDER NUMBERS  
AND DATE GEL SYSTEMS SENT PROPOSALS AS FOLLOWS:

--MA/46--75/76, FEBRUARY 20, 1975

--MA/28--75/76, MAY 13, 1975

--KU/10--75/76, MAY 7, 1975

--KU/19--75/76, JULY 29, 1975

FIRST TWO TENDERS WERE CALLED BY MINISTRY OF EDUCATION;  
LAST TWO BY KUWAIT UNIVERSITY.

2. LONGO IS TRYING TO EVALUATE COMPANY'S COMPETITIVE  
POSITION IN KUWAIT AND EXPECTS TO VISIT KUWAIT TO FURTHER  
THIS END IN MARCH. IN MEANTIME, HE REQUESTS THAT EMBASSY  
SUPPLY AS MUCH AS IS AVAILABLE OF FOLLOWING INFORMATION:

--BIDDERS AND PRICES OFFERED FOR ABOVE TENDERS;

--WERE ANY BIDDERS NON-RESPONSIVE OR DISQUALIFIED;

--HAS AWARD BEEN MADE AND TO WHOM;

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--IF CONTRACT HAS NOT BEEN AWARDED, WHAT IS ANTICIPATED

--DATE OF AWARD.

IN GENERAL, COMPANY WOULD LIKE TO KNOW IF KUWAITIS HAVE  
FAVORED SOURCE OF SUPPLY FOR EDUCATIONAL LANGUAGE  
LABORATORY SYSTEMS AND WOULD ALSO APPRECIATE ANY  
INFORMATION WHICH WOULD INDICATE KUWAIT'S LONG-RANGE  
NEEDS FOR THESE SYSTEMS.

3. REQUEST EMBASSY PROVIDE ASAP AS MUCH OF INFORMATION  
AS IS READILY AVAILABLE. LONGO PARTICIPATED IN TEHRAN  
TRADE CENTER SHOW LAST FALL AND IS ENTHUSIASTIC ABOUT  
NEAR EAST MARKET. ANY HELP WILL BE APPRECIATED. KISSINGER

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## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 27 JAN 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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**Executive Order:** N/A  
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